

Message Text

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ACTION AF-06

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O 161700Z OCT 75

FM AMEMBASSY YAOUNDE

TO SECSTATE WASHDC IMMEDIATE 6899

INFO AMCONSUL DOUALA BY POUCH

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DEPT PASS USDOC

FOR AF/C BLODGETT

E.O. 11652: N/A

TAGS: BBAK, BPRO, CGEN, CM

SUBJECT: COLLIER RESEARCH ASSOCIATES, 108 SEABURY ROAD, BOLING-
BROOK, ILLINOIS

1. COLLIER RESEARCH ASSOCIATES OFFICIALS JEFFREY COLLIER, JOHN GRANT, AND RON ABERNATHY ARE IN CAMEROON TO ARRANGE BUSINESS DEAL WITH HENOCH MANDENG, CAMEROONIAN BUSINESSMAN, CONCERNING DEVELOPMENT AND MARKETING OF TIMBER ON CONCESSIONS CLAIMED TO BE HELD BY MANDENG'S COMPANY ENTERPRISE FORESTIER AFRICAINE (DOUALA). DEAL WOULD INCLUDE \$20 MILLION IN INVESTMENT AND EQUIPMENT SALES. COLLIER PEOPLE HAVE STATED THAT THEY HAVE FINANCIAL PACKAGE ALL LINED UP AND WILL RETURN BY END OF MONTH WITH \$2 MILLION TO BEGIN OPERATIONS.

2. PROPOSED BUSINESS DEAL POSES SEVERAL PROBLEMS. FIRST CONCERNING MANDENG, AMCONSUL DOUALA DID WTDR ON MANDENG'S FIRM (DOUALA 263) AT THE REQUEST OF CAPITAL MACHINES INTERNATIONAL OF INDIANAPOLIS, INDIANA AND HAS BEEN IN CORRESPONDENCE WITH MR JACK KOSS, PRESIDENT OF THAT FIRM (317-638-6661). IN ORIGINAL WTDR, AMCONSUL ADVISED CAUTION IN DEALING WITH MANDENG AND SUBSEQUENT CORRESPONDENCE JUSTIFIES THAT WARNING. SECOND, A CONVERSATION
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BETWEEN E/C YAOUNDE, MANDENG AND COLLIER PEOPLE INDICATED THAT

MANDENG HAD MISLEAD THEM ON AT LEAST TWO OCCASIONS. CONCERNING COLLIER, THEY PRODUCED A LETTER OF INTENT TO COMMIT FROM ARCHIE B. WESTON, SR. LTD. (312-978-6500) OF CHICAGO, ILLINOIS, INDICATING A COMMITMENT FOR A LOAN OF \$2 MILLION WITH AN \$18 MILLION DOLLAR LOAN TO FOLLOW UPON SUBSEQUENT SUCCESSFUL COMPLETION OF THE FIRST LOAN. THEY STATED THAT THE SOURCE OF THE MONEY WAS EQUITABLE LIFE INSURANCE AND THE TRANSACTION WAS TO BE HANDLED BY CONTINENTAL BANK IN CHICAGO. A BRIEF LETTER TO ABERNATHY GIVING HIM NAME OF CONTINENTAL'S CORRESPONDENT BANK IN CAMEROON WAS SIGNED BY JOHN R COOPER, TITLE UNKNOWN. COLLIER HOWEVER COULD NOT PRODUCE ANYTHING CONCRETE CONCERNING THE FINANCING. A FURTHER COMPLICATION IS THAT THE LETTER OF INTENT TO COMMIT IS CONTINGENT UPON REVOCATION OF CONTRACTUAL RELATIONS BETWEEN MANDENG AND LOUIS G PASVANTIS, WHO HAS A CONTRACT WITH MANDENG FOR THE SAME TIMBER CONCESSIONS. PASVANT IS IS KNOWN TO HAVE BEEN IN CONTACT WITH EQUATOR BANK IN HARTFORD, CONNECTICUT BUT WE HAVE NO FURTHER INFORMATION ON HIS PRESENT ACTIVITIES. MANDENG CLAIMS THAT PASVANTIS TRIED TO SWINDLE HIM. KENNETH LOCKLIN WAS PASVANTIS' CONTACT AT EQUATOR BANK. PASVANTIS' FIRM IS INVESTMENT PROMOTION DEPARTMENT, INC, CHICAGO, ILLINOIS (312-588-0603).

3. MANDENG AND COLLIER NOW WANT AMCONSUL DOUALA TO PROVIDE A FORM FS-88 (CERTIFICATE OF ACKNOWLEDGEMENT OF EXECUTION OF AN INSTRUMENT) ON AN EXCLUSIVE SALES AGREEMENT THAT GIVES COLLIER A 14 PER CENT COMMISSION ON ALL SALES AND EXCLUSIVE RIGHT TO MAKE ALL OVERSEAS SALES FOR TEN YEAR PERIOD. CONSUL IS ALSO BEING ASKED TO NOTARIZE A POWER OF ATTORNEY THAT GIVES COLLIER EXCLUSIVE AND IRREVOCABLE AUTHORITY TO SECURE INFORMATION FROM VARIOUS SOURCES REGARDING LUMBER, SAWMILLS AND OTHER VENTURES; TO PURCHASE MACHINERY FOR SAWMILLS, ETC; TO CONTACT BANKS AND FINANCIAL INSTITUTIONS CONCERNING LOANS AND CREDIT; TO ACT AS SALES AGENT WORLDWIDE; AND TO ACT AS PERSONAL REPRESENTATIVE IN ALL BUSINESS MATTERS.

4. IN ACCORDANCE WITH VOL 7 FAM 821.2-2, AMCONSUL DOUALA HAS AUTHORITY TO REFUSE TO PERFORM NOTARIAL ACT IF HE HAS REASONABLE GROUNDS FOR BELIEVING THAT THE DOCUMENT WILL BE USED FOR A PURPOSE PATENTLY UNLAWFUL, IMPROPER OR INIMICAL TO THE BEST INTERESTS OF THE UNITED STATES. WHILE E/C AND AMCONSUL HAVE RESERVATIONS CON-

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CERNING THIS BUSINESS ARRANGEMENT, INFO AVAILABLE HERE IS NOT SUFFICIENT TO ENABLE AMCONSUL DOUALA TO REFUSE TO PERFORM NOTARIAL ACT.

5. AMCONSUL DOUALA AND E/C EMBASSY HAVE TALKED TO COLLIER PEOPLE AND STRESSED NEED TO VERIFY ALL INFORMATION AND ARRANGEMENTS BEFORE COMMITTING FUNDS. THEY ARE PERSISTENT HOWEVER IN DESIRE TO CONCLUDE DEAL IMMEDIATELY IN ORDER TO RETURN TO US TO OBTAIN

LOAN. TO THE BEST OF OUR KNOWLEDGE, MANDENG COMPANY IS NOT ONLY BROKE BUT SEEMS INCAPABLE OF HANDLING LARGE (\$20 MILLION) PROJECT. COLLIER'S ACTIVITIES AND WILLINGNESS TO RUSH AHEAD ALSO RAISE QUESTIONS AS TO THEIR LEGITIMACY. IN ANY EVENT, IN VIEW OF DESIRE TO ENCOURAGE US INVESTMENT IN CAMEROON TIMBER INDUSTRY, WE WOULD HATE TO SEE MAJOR PROBLEM ARISING WHICH MAY RESULT FROM MISREPRESENTATIONS ON EITHER SIDE.

6. ACTION REQUESTED: REQUEST YOU CONTACT USDOC, KOSS, WESTON, CONTINENTAL BANK, LOCKLIN, OR ANY OTHER AVAILABLE SOURCE TO OBTAIN WHATEVER INFO AVAILABLE ON COLLIER PROPOSAL AND WHETHER FINANCING IS AVAILABLE IN SPITE OF PAST WARNING CONCERNING MANDENG. BASED ON WHATEVER INFO OBTAINED AND THIS CABLE, REQUEST YOU CONTACT SCA/CSC AS TO WHETHER OR NOT INFO SUFFICIENT TO REFUSE TO PERFORM NOTORIAL ACT. IF POSSIBLE, REQUEST YOU TELEPHONE AMCONSUL DOUALA DIRECT ASAP. TELEPHONE NUMBER IS DOUALA 42-43-31 OR 42-34-34 BETWEEN 0730 AND 1800 LOCAL TIME; AND DOUALA 42-31-03 (HOME TELEPHONE) AT OTHER TIMES. IF CANNOT TELEPHONE, PLEASE CABLE IMMEDIATE AS PARTIES WILL BE IN FRIDAY MORNING FOR NOTARY SERVICE. AMCONSUL HESITATES TO LEND OFFICIAL US STAMP TO THIS TRANSACTION BUT HE AND WE FEEL INSUFFICIENT INFO AVAILABLE AT THIS END TO JUSTIFY REFUSAL. UNLESS DEPARTMENT JUDGES TOTAL INFO AVAILABLE JUSTIFIES REFUSAL AND SO NOTIFIES CONSUL BY TIME COLLIER PEOPLE APPEAR FRIDAY MORNING, CONSUL WILL PERFORM REQUESTED SERVICES.
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